

# Improving Defense Posture through Intelligence-based Vulnerability Management

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# Agenda

Challenges Related to VM

Industry and Regulatory  
Requirements

Intelligence based VM program

Security Automation and  
Orchestration

# ADVERSARIES DON'T NEED MANY VULNERABILITIES

## ONE IS ENOUGH

Every

**36** minutes

a new security vulnerability  
is identified

It takes an average of

**100** days

until known security vulnerabilities  
are remediated\*\*

That is an average of\*

**93** unique vulnerabilities

per asset in the Financial industry

**13** unique vulnerabilities

per asset in the Healthcare industry

**7** unique vulnerabilities

per asset in the Technology industry

That is an average of

**14,600** known

and disclosed vulnerabilities each  
Year\*

It takes

**15** days


on average for a vulnerability to be  
Exploited\*\*

# Vulnerabilities management related challenges

Recent ESG research on Cyber risk management, which involved 340 Cybersecurity professional shows;

- **43%** respondents indicate that their biggest vulnerability management challenge is prioritizing which vulnerabilities to remediate. Sound familiar?
- **42%** mention that their vulnerability management challenge is tracking vulnerability and patching vulnerabilities in a timely manner
- **41%** of respondents indicate that their biggest vulnerability management challenge is tracking the cost and effectiveness of their vulnerability management program
- **40%** of respondents indicate that their biggest vulnerability management challenge is keeping up with the volume of vulnerabilities

# Vulnerabilities management related challenges



**Jim Schwar**  
@jimiDFIR

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Replying to @MalwareJake

CISO: How many windows hosts do we have?  
AV Guy: 7864  
Desktop Management: 6321  
EDR Team: 6722  
CMDB Team: 4848  
SIEM Team: 9342

1:55 PM - 8 Feb 2018

516 Retweets 978 Likes



**Because someone has to clean up this mess**

# Industry and Regulatory requirements for VM

- Compliance
- Robust patching program
- Protecting Crown Jewel
- Prioritization of Threat
- Effective Remediation

# Why Intelligence based VM program ?

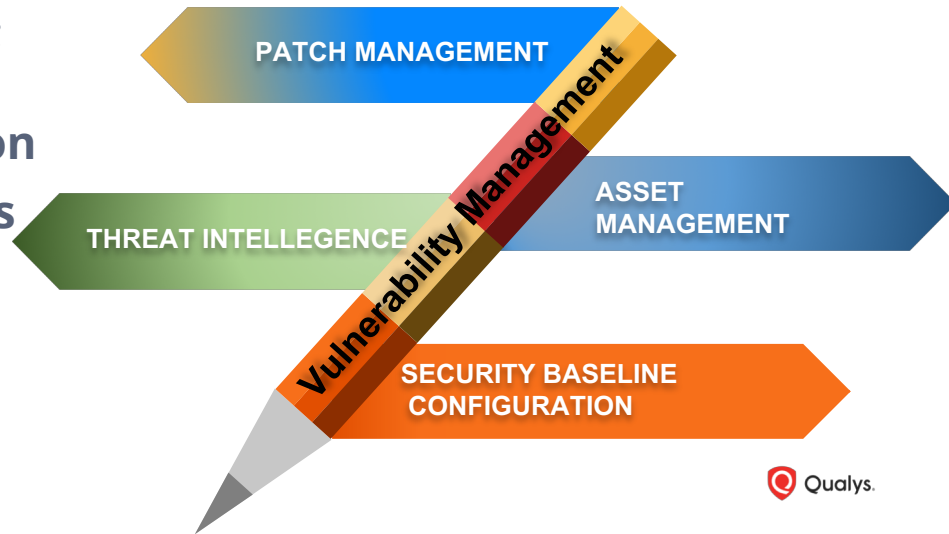
Intelligence based VM assist in timely identifying threats in your environment and help improve detection and mitigation response times.

Cyber threat Intel combined with risk based vulnerability remediation can significantly reduce the attack surface along with lateral movement.

Gartner forecasts around 30 percent of organizations will adopt a risk-based approach to vulnerability management by 2022, which could help them suffer 80 percent fewer breaches.

Benefits of Intelligence based VM program;

- **Reduce effort to prioritize remediation**
- **Targets only applicable vulnerabilities**
- **Focus on Crown Jewel**
- **Effective VM program**



# Security Orchestration, Automation and Response



- Prioritizing operations activities
- Automating workflows
- Formalizing triage and incident response
- Creating transparency and a common business language



# Key Takeaways

- Identify your old enemies - 90% of Companies get attacked with three years old vulnerabilities
- Implement a vulnerability management program that includes discovery, prioritization and then treatment
- Continuously discover, monitor, assess and prioritize risk and trust — reactively and proactively
- Effective vulnerability management can significantly lower the cost of security
- Put continuous risk visibility, decisions and ownership to business units and platform owners
- Threat Intel and Risk based remediation
- Use analytics, AI, automation and orchestration to detect faster and risk-prioritize remediation



Qualys Security Conference Mumbai, India

# Thank You

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